

Digitising Global Supply Chains – Race to Keep Pace with Supply Chain Funding Innovation

(25 July 2022 – Global) While the transformative impact of the pandemic continues to be felt in the form of a rapidly increased rate of digitisation and customer expectations, where specifically are corporate treasurers seeking the best return on their investment in innovation?

East & Partners latest Global Insight Report **“Digitising and Greening Global Supply Chains”** utilises proprietary analysis to answer the question of whether Banks are investing enough in “voice of the customer” led product and service enhancements or simply attempting the highly risky “build it and they will come” approach to innovation.

“We’re getting a lot of demand for a receivable financing platform to help digitise what are stretched shipment/delivery times and late payments happening as a result. Actively looking at getting something in place for our partners by year’s end but it needs to be fully digitised.”

- Group Treasurer, US\$20Bn, German Light assembler

The report outlines what digital technologies corporates are implementing to improve resilience and efficiency in their supply chain but also, importantly, what is the most important digital functionality supply chain partners have requested but do not currently have access to.

Interestingly a mere two percent of CFOs and corporate treasurers have failed to implement technology such as cloud computing to improve resiliency and efficiency in their supply chain, internet-of-things (IoT), artificial intelligence (AI), Blockchain/distributed ledger technology (DLT) and automation. The majority of those enterprises are based in the Asia region also.

“We had already been investing in getting our supply chain processes properly integrated with our own ERP platform but mostly on our own; our bank hasn’t been that well equipped to help which has been disappointing.”

- Corporate Treasurer, US\$5.0Bn, UK Importer Distributor

The voice of the customer insights provide a clear line of sight across differing funding methods, key trade and supply chain finance (SCF) providers, domestic and international volumes and the challenges and opportunities faced by the largest corporates in funding their global supply chain needs amid crippling supply chain disruptions and geopolitical threats.

The analysis is based on primary research executed by East & Partners with the Top 100 revenue ranked corporates in each of eight key global markets targeted for interview. All interviewees reported an active import and/or export function with operations headquartered in Australia, Canada, China, Germany, Hong Kong, Singapore, United Kingdom, and USA.

The latest 2022 analysis provides powerful comparisons against 2017 equivalents captured as part of East & Partners **Funding a Globalised Supply Chain** Global Insight report.

How many large global corporates possess full integration with partner platforms?

What level of variance exists across digital technology investment intentions by country?

And most importantly who is winning the "mind share" race? Which bank captures the most brand awareness for supply chain funding digital innovation?

Contact East & Partners now for research access.

About the research:

East & Partners Global Insight report series explores key issues identified by institutional banking customers as part of the group's long running core research programs including Transaction Banking, Credit, Trade Finance, Business FX, Equipment Finance, Merchant Payments and Customer Sentiment.

This unique global analysis provides timely 'voice of the customer' insights around which banks are getting it right, what's at risk for those failing, who's driving the change and how 'going green' is impacting banking behaviour of the world's biggest companies.

The purpose of this report is to identify and guide East's clients, including banks, financial services providers, regulators, and legislators on key value opportunities, market gaps and competitive advantages emerging within the global institutional banking market.

Direct interviews were conducted with the top 100 revenue ranked corporates in each of eight countries – Australia, Canada, China, Germany, Hong Kong, Singapore, the United Kingdom and the USA. All interviews were conducted on a direct basis with the individual responsible for the treasury and banking function. CFOs and corporate treasurers from 752 out of a defined population of 800 institutional enterprises with annual turnover of US\$725m plus participated in the research without incentive.

About East & Partners

East & Partners is a leading specialist business banking market research and analysis firm. The firm's core expertise is in the provision of analysis and advisory services tailored for the commercial, business and institutional banking markets across Asia Pacific, Australasia, Europe and North America.

For more information about this report, or East & Partners' research, please contact:

Head of Markets Analysis

Martin Smith

t: +61 2 9004 7848

e: martin.s@eastandpartners.com

www.eastandpartners.com